

X Collection

LC Control Number



clc96 000417

INDEX

Page: 1

Barcode Number	Box Number	Total of Volumes	Call Number
LIBRARY OF CONGRESS 0 021 174 092 9	450	35	HA1.B3-HA1991.A1
LIBRARY OF CONGRESS 0 021 174 093 0	451	32	HB1.C6-HB1.E3 <i>no. 13-28 in overrange box</i>
LIBRARY OF CONGRESS 0 021 174 094 2	452	22	HB1.N3-HB119.P41
LIBRARY OF CONGRESS 0 021 174 095 4	453	61	HB5.D4-HB31
LIBRARY OF CONGRESS 0 021 174 096 6	A 454	36	HB109.D4-HB172.H57
LIBRARY OF CONGRESS 0 021 174 097 8	B 455	17	HB221-HB3717 1929
LIBRARY OF CONGRESS 0 021 174 098 A	456	11	HC13.I529-HC25
	457	42	HC52.C28-HC54.V3
LIBRARY OF CONGRESS 0 021 174 099 1		5	HC52.C28-HC54.V3
LIBRARY OF CONGRESS 0 021 174 100 4			

LC Control Number







clc96 000418

X Collection

INDEX

Page: 2

Barcode Number	Box Number	Total of Volumes	Call Number
LIBRARY OF CONGRESS  0 021 174 101 6	458A	39	HC 60 (1956-1960) no. 1-39
LIBRARY OF CONGRESS  0 021 174 102 8	458B	22	HC 60 (1960) no. 40-61
LIBRARY OF CONGRESS  0 021 174 103 A	459A	38	HC 60 (1956-1957) no. 1-38
LIBRARY OF CONGRESS  0 021 174 104 1	459B	18	HC 60 (1957-1958) no. 39-56

HB 1

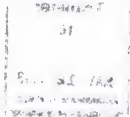
.Cv

#1

THE LIBRARY OF
CONGRESS
MAY 13 1943

Conference on Research in National Income and Wealth
May 1941

NATIONAL INCOME ESTIMATES IN RELATION TO ECONOMIC POLICY



Oscar L. Altman and Thomas C. Blaisdell, Jr.

THE LIBRARY OF
CONGRESS
RECEIVED

MAY 13 1943

✓Conference on Research in National Income and Wealth
" May 1941

NATIONAL INCOME AND DEFENSE FINANCING
(Tentative Draft)



Gerhard Colm

Conference on Research in National Income and Wealth
May 1, 1941

MAY 13 1943

Report of Committee for the Survey of the Available Data
on the Distribution of Income by Size, May 1941

#3

Since the last meeting substantial progress has been made on the Survey of Available Data on the Distribution of Income by Size. Unfortunately the members of the committee in charge have not been able to meet together regularly, and a large portion of certain aspects of the work has fallen upon Mr. Harriss. Many of the decisions have of necessity been made individually by members of the committee or by Mr. Harriss. The committee has received all the reports originally promised and in addition reports on the study of Montana income tax returns and the income data obtained by the population census of 1940. The reports have been edited and mimeographed as they have been received. The committee prepared a tentative summary of the contents of the volume and also a series of recommendations designed to facilitate the integration of the diverse data on the distribution of income by size. A special meeting was held on March 22 to discuss all this material; in attendance were most of the authors of reports or representatives of the contributing agencies and approximately a dozen other members of the Conference especially concerned with the volume or the general topic.

The following conclusions were reached: (1) a chapter should be added describing Census data on agricultural income; (2) numerous changes should be made in the individual chapters to clarify, condense, and integrate the material and in some cases to bring it up to date; (3) alterations should be made in the recommendations; (4) the summary should be revised substantially; (5) a bibliography of publications on income distribution should be added; (6) the volume should include if possible a discussion of the relation between the purposes for which income data are to be used and the type of data required.

X-HB 1

.C.

#4

THE LIBRARY OF
CONGRESS
MAY 13 1943

Conference on Research in National Income and Wealth.
May 1941

THE DEFENSE PROGRAM AS A FACTOR IN THE SIZE DISTRIBUTION OF INCOME

W. L. Crum

Jame card

X-HB 1

.CC

#5

THE LIBRARY OF
CONGRESS
MAY 13 1943

Conference on Research in National Income and Wealth
May 1941

RESOURCES, NATIONAL INCOME, AND DEFENSE

Gardiner C. Means

30-1
x-HBI
.C6

#6

Conference on Research in National Income and Wealth
May 1941

HOW NATIONS PROCURE THEIR MEANS OF DEFENSE OR WAR

Paul Studenski

Form card

HB 1

.C6

#7

THE LIBRARY OF
CONGRESS
MAY 13 1943

Conference on Research in National Income and Wealth
May 1941

INCOME CLASSIFICATION OF FAMILIES FOR MARKET ANALYSIS

Wroe Alderson

THE USES OF INCOME STATISTICS BY THE SOCIAL SECURITY BOARD

Eleanor Lansing Dulles
Chief, Division of Finance and Economic Studies
Bureau of Research and Statistics
Social Security Board

I Scope of the Board's Interest in Income Statistics

Under its diverse programs the social security program has developed many-sided activities, and in almost all of them income -- increase or supplementation -- has been a major concern. It is inevitable, therefore, that a large share of the research in the field of income parallels these activities. Although income payments to individuals under the various titles of the Social Security Act do not constitute the entire effort under the program, which also includes the placement of workers, subsidies for a number of public health and welfare activities, and the stimulus of a variety of State and local efforts, it is still true that assistance payments and insurance benefits to individuals are in some respects the most conspicuous results of the act. In fact, they constitute the central purpose around which the other administrative and financial efforts have been developed.

It is clear in the provisions of most of the titles of the act¹

1

Titles I, II, III, IV, IX, and X. Titles V and VI provide services rather than cash payment.

that the absence or insufficiency of income has been taken as the standard of eligibility and the distinguishing characteristic of recipients of payments. In the public assistance programs there are means tests for those applying for payments. Under old-age and survivors insurance, as well as under unemployment compensation, the cutting off of wages (whether from retirement or loss of employment) is the basis for the claims for benefits made by insured

FBI
x-HBI. C6

#9

Conference on Research in National Income and Wealth
May 1941

USES OF NATIONAL INCOME ESTIMATES IN AGRICULTURAL RESEARCH AND POLICY



Louis H. Bean

THE USE OF NATIONAL INCOME IN ESTIMATING FEDERAL TAX REVENUES

John C. Driver
Bureau of Research and Statistics
Office of Production Management

In recent years notable advances have been made in the development of the theory of income and in methods of measuring income. The annual series of national income produced and of national income paid out prepared by the Department of Commerce, together with the monthly series of income payments, are becoming of increasing interest and use to workers in the fields of economics and government. It is fairly common practice nowadays to view many elements of the economy as functions of national income or of its components, and in estimating Federal tax receipts the practice can be used to advantage.

The discussion in this paper is divided for convenience into (1) a consideration of the general relationship between national income and Federal tax receipts and (2) an outline of methods which have been found useful in forecasting the tax revenues for budget purposes and in estimating the effect of changes in the tax laws, with special reference being made to the use of national income data.

I Relationship of National Income and Federal Tax Receipts
Obviously one would not expect to find a simple direct functional relationship between historical series of national income and of Federal tax receipts using only the annual totals for each series. Tax laws have been subject to continuous revision, particularly in recent years. Revenue bills, which had been an annual event from 1934 through 1939, became a semi-annual phenomenon in 1940; in addition considerable revenue legislation is regularly embodied in other enactments of Congress. Consequently numerous adjustments must be made in the historical tax collections data if
Not for Publication

X-H B 1

.C₆

at

THE LIBRARY OF
CONGRESS
READ- TOLAND

MAY 13 1943

Conference on Research in National Income and Wealth
May 1941

THE SIGNIFICANCE OF INTERNATIONAL TRANSACTIONS IN THE NATIONAL INCOME

Rollin F. Bennett

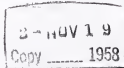
X-HB1
.C6 #12

Conference on Research in Income and Wealth

November 18-19, 1955

REPORT ON SELECTED CENSUS BUREAU ACTIVITIES

Department of Commerce



Annual survey of consumer income

During 1955 the Bureau of the Census published the results of the tenth and eleventh in its series of annual surveys on the size distribution of income. These surveys were based on a sample of about 15,000 households interviewed in the Current Population Surveys of April 1954 and April 1955. In these surveys, information was obtained on income received from wages or salary, nonfarm self-employment, farm self-employment, and other sources during the preceding calendar year for each person 14 years old and over. The following reports, based on these surveys, were prepared during the year:

"Income of Persons in the United States: 1953," Series P-60,
No. 16

"Income of Persons in the United States: 1954," Series P-60,
No. 19

"Family Income in the United States: 1953 and 1954,"
Series P-60, No. 20 (to be released later this year).

Another publication which contains income data derived from the most recent annual survey of consumer income is the report of the Subcommittee on Low-Income Families, Characteristics of the Low-Income Population and Related Federal Programs. This report includes a section, prepared by the Bureau of the Census, on characteristics of low-income families, 1948-1954.

1950 Census of Population income data

A monograph, Income of the American People, based largely on Census income data and written by Herman P. Miller of the Census Bureau staff, was published by John Wiley and Sons in October 1955. The book is one of a series of monographs based on the 1950 censuses.

Special surveys providing income and related data

Methodological experiment in expenditure surveys -- In May 1955 the Census Bureau, in conjunction with the Department of Agriculture, conducted an experiment in the collection of data on consumer purchases of selected food items. In this survey, each respondent was asked about family purchases during a specified period, usually a week. Information was secured about the quantities purchased and the prices paid for seven food items: butter, oleomargarine, coffee, oranges, frozen orange juice, fresh lamb, and flour. Four different questionnaires were used, each in one-fourth

COORDINATORS CORPORATION INTERPRETERS OF GOVERNMENT REGULATIONS

WASHINGTON • NEW YORK • DETROIT • BOSTON
 PHILADELPHIA • DENVER • CLEVELAND
 PHOENIX • ST. LOUIS • CHICAGO
 11 SOUTH LA SALLE STREET

Chicago

For more information, write to:
 Coordinators Corporation
 11 South La Salle Street
 Chicago, Illinois 60603

INCENTIVES TO LABOR FOR INCREASED PRODUCTION INCENTIVE PLANS AFFECTED BY FEDERAL WAGE STABILIZATION ACT

Specialized Study by A. T. DANIEL,
 Labor Management Consultant, WPB

The Wage Stabilization Act (October 1, 1942), by the War Relocation Authority, in part, at follows:

"No employer shall pay, and no employee shall receive, wages or salaries in excess of the maximum rates established by the President under this Act."

Inasmuch as the policy of Organized Labor is to have pay for more work, the natural effect of the Act is to encourage increased production. In other words, the worker will not produce more unless paid more.

Management, however, is aware that the limits of increased production are not unlimited. Machinery or equipment operating at maximum efficiency. Management is willing, because of overhead costs, to pay a premium for increased production if more production can be obtained without adding to capital investment in machinery and equipment.

Therefore, in order to permit Management and Labor to gain in a wage stabilization plan, the Government, by Presidential Order of April 8, 1943, made provision for payment of wages over and above the maximum rates established by the Act. These are the **CERTAIN CONDITIONS WHERE MFR**

- Will increase production.
- Will not increase unit labor cost.
- Will not create an unstable labor condition in an area or an industry.

If wage stabilization has frozen your production—Do you now have excessive unit labor cost?—Do you now have excessive unit labor cost?—Excessive labor turnover—Excessive absenteeism in your plant?

Benefit of a wage incentive plan can, in most instances, be obtained by the following:

Increase, reduce unit cost, reduce labor turnover and reduce absenteeism. A study of the accompanying chart will reveal that industry has increased production output 80% since 1937. Yet, unit labor cost has increased 41% (Chart Series A). According to WPB figures, 41% of the industry has placed your own volume in Chart Series A. This is a result of the operation of that plan. A recent survey made by WPB in the Chicago Area shows that 100 industries:

Increased Production 38%

- (1) The remarkable accomplishment was achieved by:
- (2) A searching scientific analysis of methods, process and equipment used or planned to be used in doing a piece of work.
- (3) Accurately determining the time required.

An incentive plan is not a solution to all problems of labor management relations. However, a well-planned plan can help you solve many of these difficult problems.

The comments, facts and figures in this and the following series are intended for the information of labor management relations. They are not intended to be a guide to the establishment of a well-organized or well-administered wage incentive plan.

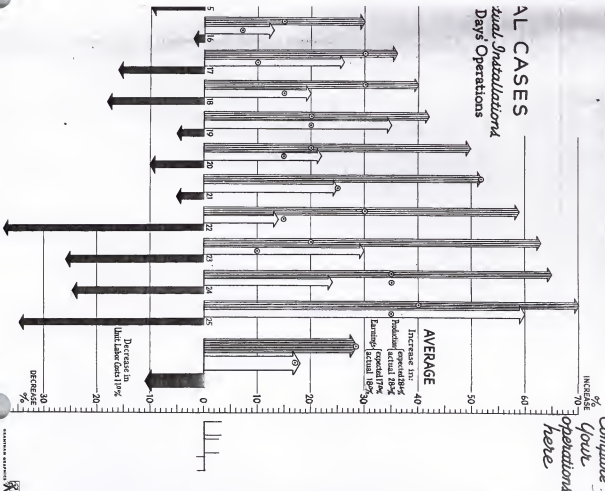
SUMMARY

- A proposed incentive plan should be approved, provided it:
- Will not increase unit labor cost.
- Will not jeopardize labor relations.
- Will not contribute to an industry or area.

2 INCREASED PRODUCTION

Compute #1 here

AL CASES tual Installations Days Operations



COORDINATORS CORPORATION INTERPRETERS OF GOVERNMENT REGULATIONS

WASHINGTON • NEW YORK • BOSTON
PHILADELPHIA • DENVER • CLEVELAND
PHOENIX • ST. LOUIS
CHICAGO

NAME _____
FIRM _____
ADDRESS _____
CITY _____
STATE _____
ZIP _____
DATE _____

INCENTIVES TO LABOR FOR INCREASED PRODUCTION WAGE STABILIZATION ACT

Specialized Study by A. T. DANIEL,
Labor Management Consultant, WPB

The Wage Stabilization Act (October 2, 1942), as amended, has been in effect for over a year, and as follows:

"No employer shall pay, and no employee shall receive, wages or salaries in excess of the maximum established by the War Relocation Authority."

Inasmuch as the policy of Organized Labor is to have pay for more work, the natural effect of the Wage Stabilization Act is to encourage the production. In other words, the worker will not produce more unless paid more.

Management, however, is aware that the limitation on wages is a double-edged sword. If the machine or equipment operating at maximum efficiency, management is willing because of overhead expenses to compensate labor in greater measure than the worker is willing to accept. In other words, management is willing to invest in machinery and equipment to produce more unless paid more.

Therefore, in order to permit Management and Labor to operate at maximum efficiency, the War Relocation Authority has issued a series of provisions for payment of wages over and above the maximum established by the War Relocation Authority. These conditions are that any wage rate structure:

- Will increase production.
- Will increase unit labor cost.
- Will not create an unstable labor condition in an area or an industry.

If wage stabilization has frozen your production—Do you now have excessive unit labor cost—Do you now have excessive unit labor cost—Excessive labor turnover—Excessive absenteeism in your plant—If any of these conditions exist, the effect of a wage incentive plan can, in most

instances, reduce unit cost, reduce labor turnover and increase production. A study of the accompanying chart will reveal that industry has increased production output 80% since the inception of the War Relocation Authority. According to WPB figures, 41% of the industry has placed your own volume in Chart Series A. A recent survey made by WPB in the Chicago Area shows that 100 instances:

Increased Production 38%
Increased Unit Labor Cost 11%
Increased Labor Turnover 11%

- (1) The remarkable accomplishment was achieved by:
- (2) a working scientific analysis of methods, process and equipment used or planned to be used in doing a piece of work.
- (3) accurately determining the time required.

An incentive plan is not a solution to all problems. It is a tool which, when used properly, can help you solve many of these difficult and plan can help you solve many of these difficult

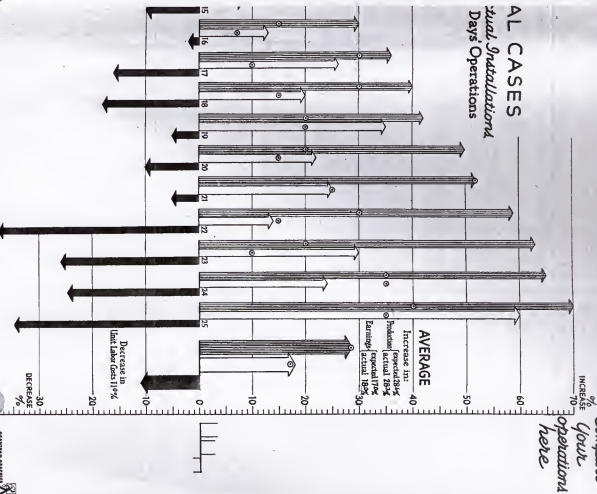
The comments, facts and figures in this and the following series are intended for the information of labor management and employer. They are not intended to be a basis for wage surveys occurring from a well-organized or well-justified wage incentive plan.

SUMMARY

- A proposed incentive plan should be approved, provided it:
- Will not increase unit labor cost.
- Will not jeopardize labor relations in an industry or area.

2 INCREASED PRODUCTION

AL CASES tual Installations Days Operations



Compare your operations here

PHONE RANDOLPH 9090
11 SOUTH LA SALLE STREET

Chicago

Date _____
 Refer to _____
 Department _____
 Please return this week
 with comments to:
 Mr. _____

ANALYSIS OF GENERAL ORDER 31—WAGE STABILIZATION

*Specialized Study by HAROLD URLINSKY,
Legal Consultant WLB & WTPB Regulations for Coordinators Corporation*

PURPOSE AND GENERAL PROVISIONS

(1) General Order 31 does not deal with general wage adjustments but only with individual increases for length of service, merit, reclassification, promotion, etc.

(2) It provides for means of making individual increases without having to go to WLB for approval

EMPLOYERS OF 9 AND NOT MORE THAN 30:

Permitted to make adjustments without a rate schedule:

(1) The purpose of Section I of Order 31 is to permit small firms to make individual adjustments in the wage or salary rates of employees for "improved quantity and/or quality of work or service" automatically without the need for a plan or rate schedule.

(2) A small firm, however, just limited to operating under the automatic adjustment plan of Section I, has the option of applying to WLB for approval of a schedule for making individual wage and salary adjustments, as provided for employers of 31 or more employees. Also, if it is operating under a schedule properly in existence (as provided for employers of 31 or more), it may make such increases without approval even though the increases are greater than permitted by Section I.

May grant length of service, as well as merit increases.

(3) Although the provisions of Section 1, as amended, require that wage adjustments be made by employers of 30 or fewer employees, the Department of Labor appears to apply only to merit increases. Interpretative Bulletin No. 1 for Order 8, released October 8, 1964, makes it clear that the section authorizes adjustments based upon length of service as well as merit.

(4) An employer of 30 or less may grant an individual employee both a length of service and a merit increase, but the total of both types of adjustments must not exceed the limitations set forth in Section 501(c)(9), the total of both increases to the individual employee must not exceed 10 cents per

Copyright 1994 by Combinations' Corp.

bilization Law

ing Agency

LABOR BOARD

R LABOR BOARD

Re-published by courtesy of
EMPLOYERS ASSOCIATION
35 E. Wacker Drive, Chicago, Ill.

ORDER 31

INFLATION AFFECTS ALL

**EMPLOYERS OF 31
OR MORE**

**YOU MUST HAVE
A SCHEDULE**

**ESTABLISHED WAGE RATES
AND JOB CLASSIFICATIONS**

Food and Cholesterol may now be treated like other chronic disorders.

A PLAN OF MOVEMENT WITHIN ESTABLISHED WAGE BANDS

You must establish, for each job classification, minimum and maximum wage rate ranges. Merit increases must be kept within ranges.

Single rates for a job classification predict more increases without M.W.T.B. approval.

Job classifications must not be more discriminatory — but adequate discretion to identify the job.

Promotions. With established and improved job classifications you may make justified promotions from one classification to another.

Percentage of satisfied employees may relative to 13% increase in the retention rate.

R VIOLATIONS

in violation of this Act, the entire amount of payment shall be disallowed.

1 of U.S. DEPT. OF LABOR

THE SO-CALLED "5 & 10" PLAN

1. most incidents may be more easily written off as "accidents" or "mistakes";
2. the most examples of job classification based on any employee may not exceed 10 per cent of the total number of employees; and
3. the total of such incidents in any year (July 1, 1964 to June 30, 1965) shall not exceed the percentage shown above for all employees.

IF YOU DO NOT SUBMIT A PLAN OF MOVEMENT

crises and no intense must go beyond the
revelation of the job classification rate range

[illegible]

Phosphorus research, such as reports and abstracts

State how often and how much you often increase to be and what tools will be used for judging when growth increases.

Submit one of your choices to N. W. L. B. for approval — and

--	--

AND
C 61
#15

Cordinators CorporationALLOCATION & PRIORITIES GUIDE - WIA CONTRACT - SAVINGS - PLAN POWER GUIDE - CONTROL - DOLAN - CYCLOPOMIC TAX SERVICE

WASHINGTON • NEW YORK • DETROIT • BOSTON
PHILADELPHIA • DENVER • CLEVELAND

WILIZATION LawLABOR BOARD

By Authority
LABOR BOARD

Republished by courtesy of
EMPLOYERS ASSOCIATION
35 E. Wacker Drive, Chicago, Ill.

Form No. 1
Department of Labor
Bureau of Labor Statistics
Washington, D. C. 20301
Date: _____
By: _____
Title: _____
Check one: ☐ New ☐ Renewal

ANALYSIS OF GENERAL ORDER 31—WAGE STABILIZATION

Specialized Study by Harold O'Quinn,
Legal Counselman WLB or WPP, Regulations for Contractors Corporation

PURPOSE AND GENERAL PROVISIONS:

(1) General Order 31 does not deal with general wage increases but only with limited increases for length of service, seniority, merit, advancement, promotion, etc.

(2) It provides for means of making individual increases without having to go to WLB for approval.

EMPLOYERS OF A AND NOT MORE

PLAN 30

It is not to make adjustments without a rate schedule.

(1) The purpose of Section I of Order 31 is to permit small firms to make individual adjustments in quantity and/or quality of work or service automatically without the need for a plan or rate schedule.

Key: If schedule is approved, increased increases permitted under Section I.

(2) A small firm, however, is not limited to operating under Section I. It may, if it so desires, obtain approval of a schedule for making individual wage or salary adjustments for its employees under a plan or rate schedule. Also, if it so desires, it may make such increases without approval of a plan or rate schedule.

Key: If schedule is approved, increased increases permitted under Section I.

(3) Although the provisions of Section I, as to wage adjustments for employees of 30 or fewer, appear to apply only to merit increases, Interpretation 13, makes it clear that the provisions of Section I, as to merit increases, apply to all wage adjustments based upon length of service as well as merit.

Interpretation 13 requires that one employee for each additional employee of 30 or less may grant an increase of 1% in salary or wage. This provision, however, must not exceed the limitations set forth in Section 5, the total of both increases to the 10% ceiling. Any plan which exceeds 10% per

Chicago

INFLATION

ORDER 31

EMPLOYERS OF 31 OR MORE

A SCHEDULE

ESTABLISHED WAGE RATES AND JOB CLASSIFICATIONS

For each job classification, the employer must establish a wage rate and a job classification. The wage rate must be established on the basis of the job classification and must be subject to the provisions of Section I of the provisions of Section I.

For each job classification, the employer must establish a wage rate and a job classification. The wage rate must be established on the basis of the job classification and must be subject to the provisions of Section I of the provisions of Section I.

For each job classification, the employer must establish a wage rate and a job classification. The wage rate must be established on the basis of the job classification and must be subject to the provisions of Section I of the provisions of Section I.

For each job classification, the employer must establish a wage rate and a job classification. The wage rate must be established on the basis of the job classification and must be subject to the provisions of Section I of the provisions of Section I.

For each job classification, the employer must establish a wage rate and a job classification. The wage rate must be established on the basis of the job classification and must be subject to the provisions of Section I of the provisions of Section I.

VIOLATIONS

Any violation of the Act or any regulation promulgated thereunder is a violation of the Act. Any violation of the Act or any regulation promulgated thereunder is a violation of the Act. Any violation of the Act or any regulation promulgated thereunder is a violation of the Act.

By WPP of Form 10
U.S. DEPT. OF LABOR

#16

Coordinators Corporation

ALLOCATION • IDENTITIES GUIDE • WA CONTRACT SERVICES • MAN POWER GUIDE • CONTROL FORMS • CYCLOMATIC TAX SERVICE

WASHINGTON • NEW YORK • CHICAGO • BOSTON
PHILADELPHIA • DENVER • CLEVELAND

Dear _____
Please return this card
with your check to
Mr. _____

BUSINESS VELOCITY AND TRENDS

Specialized Study by GRANTVILLE SMITH,
Industrial Consultant, Chicago

Chicago

SERIES A CHART—Voluntary Production.

Production volume is illustrated as seen in CO-ORDINATORS' BUSINESS COMPASS Chart A. But, how can we tell if the economy is really moving without velocity? It is, speed, movement, rate of movement.

As an example from industry, the food-carrying capacity of an airplane in flight is governed by its velocity, the speed and speed of travel (velocity).

Similarly, the speed and speed of production (velocity) is dependent upon the rate of production (velocity).

Trade velocity is measured by the rate of conversion of goods into cash (velocity).

As an organic example, blood pressure, the condition of health in the whole system carrying the economic, is measured by the rate of blood pressure (velocity).

Series B CHART—Directional Business Trends.

Series B is the second chart, which CO-ORDINATORS' BUSINESS COMPASS, designed to enable you to relate your own turnover to your particular industry. You can, as a whole, and the trend projected for the national economy and your own business.

In the last analysis, this is the realistic signal for any business, individual, and so you

want to protect yourself and your business against inflation.

Compare graphs 1 and 2 in this series B. Do you remember anyone thinking of monetary inflation in 1920 or 1921? Or in 1930 and 1931?

As an example from industry, the food-carrying capacity of an airplane in flight is governed by its velocity, the speed and speed of travel (velocity).

Similarly, the speed and speed of production (velocity) is dependent upon the rate of production (velocity).

Trade velocity is measured by the rate of conversion of goods into cash (velocity).

As an organic example, blood pressure, the condition of health in the whole system carrying the economic, is measured by the rate of blood pressure (velocity).

Series B CHART—Directional Business Trends.

Series B is the second chart, which CO-ORDINATORS' BUSINESS COMPASS, designed to enable you to relate your own turnover to your particular industry. You can, as a whole, and the trend projected for the national economy and your own business.

In the last analysis, this is the realistic signal for any business, individual, and so you

want to protect yourself and your business against inflation.

Compare graphs 1 and 2 in this series B. Do you remember anyone thinking of monetary inflation in 1920 or 1921? Or in 1930 and 1931?

As an example from industry, the food-carrying capacity of an airplane in flight is governed by its velocity, the speed and speed of travel (velocity).

CHARTING YOUR COURSE

1. Complete your yearly statements or sales volume, and enter the dollar amounts at the top of the chart.

2. From your corresponding yearly balance, enter the current balance, net working capital, in the space provided.

3. Enter resulting net working capital figures in the space provided.

4. Enter this figure, and carry one place beyond the turnover rate.

5. Plot figures on chart.

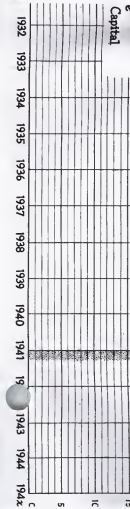
6. Note that each paid interval represents 1 point. 1 point is equal to a rate of 1 turn per year.)

ratio here... and compare

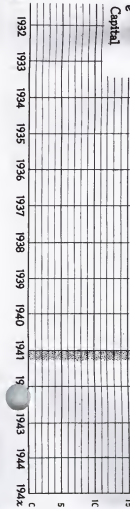
Capital



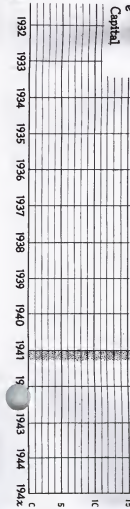
Household Furniture



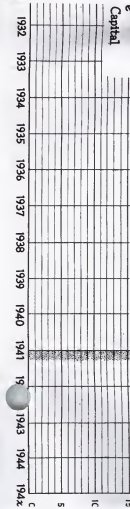
Automotive



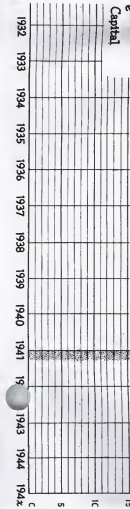
Food



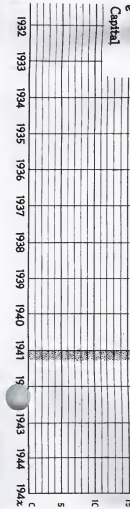
Deposits



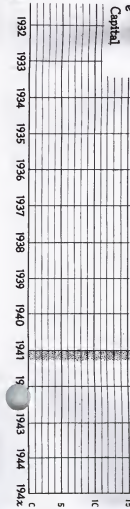
Volume



Turnover



Rate



Coordinators Corporation
INTERPRETERS OF GOVERNMENT REGULATIONS

ALLOCATIONS & PRIORITIES GUIDE • WAR CONTRACT SERVICES • MAN POWER GUIDE • CONTROL FORMS • CYCLOPEDIA TAX SERVICE

PHILADELPHIA • DENVER • CLEVELAND

PHONE RANDOLPH 5030
11 SOUTH LA SALLE STREET
Chicago

Chicago

Date _____
 Refer to _____
 Department _____
 Please return this week
 with comments to:
 Mr. _____

EFFECT OF POPULATION SHIFTS ON POSTWAR MERCHANDISING

Specialized Study by HOMER K. TROWBRIDGE

Management Engineer, Chicago

Certainly the manufacturer cannot afford to forego a complete survey of potential markets and projecting plans which are based on such findings. Postwar merchandising will, of necessity, be based on scientific analysis. The sales department must now manufacture customers with the same precision employed by the production department in the manufacturing of goods.

Indeed the present preoccupations of all departments of your business with problems of manufacturing goods, with attention to distribution which is the manufacture of customers, poses a challenge to your postwar planning which may well be the difference between survival and extinction.

Migration of our workers plus the reallocation of families of Service Personnel permanently assigned to domestic military installations have resulted in a regrouping of population which must be reckoned with in any planning of a postwar distribution.

The sampling chart portrays by states the increases and decreases resulting from population shifts, expressed in percentages. While much of this is of temporary nature, all researchers agree that many thousands of families will permanently reside where they are now living.

Before any Sales Promotional activities are planned, whereby consumers are going to be contacted, you must know **WHERE** your prospects are located, you must know **WHERE** your consumers are. To locate **YOUR** particular consumers, it will be necessary to relocate all consumers. The importance of relocating your consumers may be appreciated when it is considered that the De-

A study of the above data shows a reversal of the former tendencies in some regions, i.e., Eastern S. Central during the war period shows a decrease of 0.7% compared with +5.3% The West S. Central region, a decrease of -0.2% as against +8.1% and the Mountain region -0.2% reversal against a long annual change of +0.2%.

REGION	GAIN OR LOSS 1000/100 (%)		
	1950-60	AVERAGE ANNUAL CHANGE	1960-65
	-12.1%	-0.2%	-0.1%
	+5.6%	+0.2%	+0.5%
	+6.2%	+0.1%	+0.1%
	+2.0%	+0.1%	+0.1%
	+2.0%	+0.1%	+0.1%
	+1.2%	+0.1%	+0.1%
	+1.5%	+0.1%	+0.1%
	+8.1%	+0.5%	-0.2%
	+0.9%	+0.2%	-0.2%
	+16.0%	+1.1%	+3.5%
		+0.7%	

dition largely resulting from the war effort, your properly planned program cannot be based on the information above. Then, what are the effects of the long-term trend upon this shift of Christian Population? Is this shift temporary or a permanent trend? The geographical dispersion of industry is not a wholly new development but represents an acceleration of long-term trend. Before the war new industrial centers were being made more rapidly in the less industrialized regions.

On the basis of data compiled by the Bureau of Census, we find the long-term trend in relative number of factory wage earners as follows: (figures percent)

While the accompanying chart illustrates a comparison of the two approaches, it is important to note that the two are not mutually exclusive. The distribution of the whole story, the whole customer, is the goal. The distribution of the whole customer is the goal. The distribution of the whole customer is the goal.

Right now the shifted population is in itself a

sect, Chicago

DAVID R. TROWBRIDGE

POSTWAR MERCHANDISING

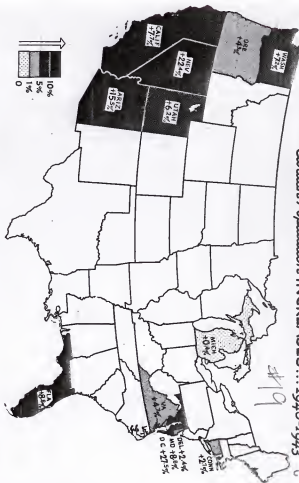
Chi
11 SOUTH LA SALLE STREET

PHONE RANDOLPH 5030

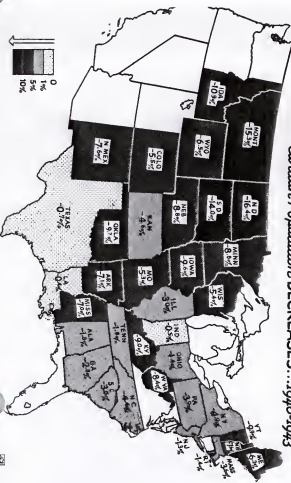
POWER GUIDE • CONTROL FORMS • CYCLOPEDIA TA

ON INTERPRETERS OF GOVERNMENT REGULATION

PHILADELPHIA • DENVER • CHICAGO



Civilian Population INCREASES



Civilian Population DECREASES...1940-1943

Coordinators Corporation

ALLOCATION & PRIORITIES GUIDE • VISA CONTRACT SERVICES • MAIN POWER GUIDE • CONTROL POINT • CYCLOPS, TAX SERVICE

WASHINGTON • NEW YORK • CHICAGO • CLEVELAND
PHILADELPHIA • DENVER • PITTSBURGH

PHONE KANOBLE 1000
11 SOUTH LA SALLE STREET
Chicago

Date _____
Buyer Name _____
Please return this card
with completed M.

EFFECT OF POPULATION SHIFTS ON POSTWAR MERCHANDISING

Specialized Study by **Harold R. Thompson**
Manufacturing Editor, Chicago

Certainly the manufacturer cannot afford to find out the location of his customers by accident. A complete survey of potential markets and projecting them which are based on such findings, no scientific analysis. The manufacturer must now manufacture customers with the same precision of planning that he has in the past.

Indeed, the present preoccupation of all departments of your business with problems of manufacturing, distribution, and sales, is a direct result of the manufacturing of customers, poses a challenge to your postwar planning, which may well be the most important of your postwar planning. Migration of vast numbers plus the relocation of families of Service Personnel permanently assigned to various parts of the country, will result in a redistribution of population which must be reckoned with in any planning of a postwar distribution. Increases and declines in population, the ability, expressed in percentages, will result in a redistribution of population. While much of this shift is of temporary nature, all researchers agree that, where they are now living, will permanently affect your business.

Before any Sales Promotional activities are planned, you must know WHERE your customers are located. Before you can estimate it will be necessary to relocate and concentrate the importance of relocating your customers may be appreciated when it is considered that the DE-

REGION	GRAN OR TONS	1890-1930 (%)	1930-40 (%)	1940-43 (%)
New England	13.7%	-0.8%	-0.7%	-0.1%
East N. Central	6.5%	-0.1%	-0.1%	+0.4%
West N. Central	+2.0%	-0.9%	-0.6%	-1.0%
East S. Central	+3.7%	-0.1%	-0.2%	+0.7%
West S. Central	+8.1%	+0.4%	+0.2%	+0.7%
Mountain	+0.0%	+0.1%	+0.1%	+0.1%
Pacific	+0.0%	+0.1%	+0.1%	+0.1%

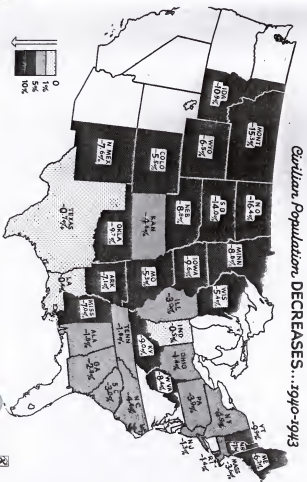
A study of the above data shows a reversal of the former tendencies in some regions, i.e., East S. Central during the war years shows a decrease in population, a decrease of -0.2% reversal against and the Mountain region -0.2% reversal against a large annual change of +0.2%.

Manufacturing Editor, Chicago

Department of Commerce estimates the shift in population from 1930 to 1940 was about 10 million persons. This is ten percent of our total population. The shift in population is a result of the war, particularly in the case of the shift in population from 1930 to 1940. The shift in population from 1930 to 1940 is a result of the war, particularly in the case of the shift in population from 1930 to 1940.

While the accompanying chart illustrates a considerable shift resulting from the war effort, your postwar planning must take into account the shift in population from 1930 to 1940. The shift in population from 1930 to 1940 is a result of the war, particularly in the case of the shift in population from 1930 to 1940. The shift in population from 1930 to 1940 is a result of the war, particularly in the case of the shift in population from 1930 to 1940.

In our most recent issue, the percentages of increases or decreases in population from 1930 to 1940 are shown by region, including the effects of the shift of population during the war years. The percentages of increases or decreases in population from 1930 to 1940 are shown by region, including the effects of the shift of population during the war years.



Coordinators Corporation

ALLOCATION • PRIORITIES GUIDE • WAR CONTRACT SERVICES • MAIN POWER GUIDE • CONTROL FORMS • CYCLOPEMIC TAX SERVICE

Date _____
 Rate to _____
 Department _____
 Department _____
 with _____
 M.

PRODUCTION VOLUME AND TRENDS

Specified Study by GRANVILLE SMITH,
 Industrial Consultants, Chicago

FRONT RANDOLPH 3000
 11 SOUTH LA SALLE STREET
 Chicago

WASHINGTON • NEW YORK • DETROIT • BOSTON
 PHILADELPHIA • DENVER • CLEVELAND

As one unit within this great, dynamic organism known as our national American economy—where the business of the nation is being done—
 Is your production or sales volume moving up or down, relative to others in your industrial group and to industry as a whole? What are the trends for 1945?
 Answer to these questions are not dependent on one trend alone. Though yours is a free and independent enterprise—in an American business—your business is also influenced:
 (a) by the trends in your industrial group,
 (b) by conditions peculiar to your region, and
 (c) by the general direction affecting the national economy.

But you can measure and estimate these diverse influences. Like the navigator of a ship at sea you can plot your course, take the currents, and check your progress.
 Series A is one of the basic charts which COORDINATORS' BUSINESS COMPASS for use in your own business planning.

It is issued regularly, and placed therein is the latest available information on production and distribution index of the Federal Reserve Bank. Each information allows trend in various major industries, as well as the general trend of the country. The projection of future trends is made from the past trends, and is subject to change with new information and changing with best informed economic and industrial statistics.

If your particular industry group or region is not covered in the chart, you may obtain the trend of your own business is related to those of all industries, both in this and in future issues of the COORDINATORS' BUSINESS COMPASS.

Reference to graphs 1 and 2 on the following page will give you a picture of the relative position of

three major industry groups compared with national production. Note how clearly the curve for the Automobile Industry is plotted above the curve for total national production.

Follow through with similar comparisons for the other two industries and you will be impressed with the fact that the automobile industry is the first in the nation as volume is concerned, between the furniture and the automobile industry. Since 1934, the furniture group, excepting such an optical renegade company as the furniture group, has been in the lead. And then see what happened since war production really got under way after 1941.

The relative over-all position of the automobile industry is shown in the chart. The automobile industry, bringing this industry back two line with comparison in this respect? How does your position compare in this respect?

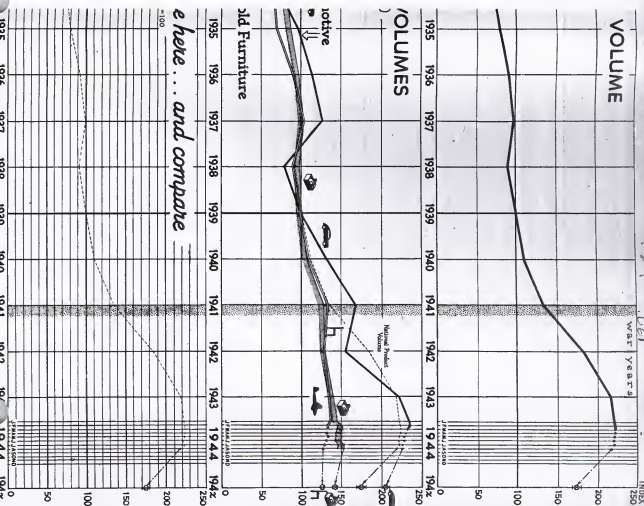
For 1944 trends, follow the plotted curve at the extreme right, showing the anticipated index rates for some months ahead. These projections are made for 1944. The statistical figures to the left of the graph are for your convenience and ready reference.

1. Find your own comparative position, past, present, and future, by plotting your curve in graph 3 and then the curve in graph 1 or 2.
 Compare your own business' yearly total shipment or sales volume. Enter the amount in dollars on the vertical axis of the graph. The amount in dollars for the year 1935, the base year, establish the index rate of 100. Then establish the respective yearly rate in proportion to the base year.

2. Determine the 1939 base year of the resulting index figures by disregarding the decimal fractions.

3. Plot index figures on chart.

(Note that each grid interval represents 10 points)



Coordinators Corporation

ALLOCATIONS • PRIORITIES GUIDE • WAR CONTRACT SERVICES • MAIN POWER GUIDE • CONTROL FORMS • CYCLOPEMIC TAX SERVICE

Name _____
 Refer to _____
 Department _____
 Address _____
 City _____
 State _____
 Zip _____
 Mr. _____

PRODUCTION VOLUME AND TRENDS

Specialized Study by GRAYVILLE SMITH,
 Industrial Consultant, Chicago

PHONE RANDOLPH 1000
 11 SOUTH LA SALLE STREET
Chicago

WASHINGTON • NEW YORK • DETROIT • BOSTON
 PHILADELPHIA • CHICAGO • CLEVELAND

As one unit within this great, dynamic organism known as our national American economy—where the production of value volume moving up or down, relative to others in your industrial group and to industry as a whole? What are the trends for 1944?

Answer: In these questions are not dependent on one trend alone. Though yours is a free and independent enterprise—as American business—your business is also influenced:

- (1) by the trends in your industrial group,
- (2) by the trends in your region, and
- (3) by the volume and direction affecting the national economy.

But you can restrain and estimate these diverse influences. Like the navigator of a ship at sea you can plot your course, chart the currents, and check your progress.

Series A is one of the basic chart series of COORDINATOR'S BUSINESS COMPASS for use in your own business planning.

It is used regularly and plotted thereon is the trend of your own business, and the production index of the Federal Reserve Bank. Each industry has its own trend line, and the major industries with other lines will indicate the nature of conditions in various regions throughout the country. The projection of future trends in each industry is shown by a dashed line.

Interrelated economic and industrial subgroups, industrial buildings and operating with best informed economic and industrial subgroups.

If your particular industry group or region is not covered, one. However, you should know how the trend of your own business is related to those of all other industries in the economy. The COORDINATOR'S BUSINESS COMPASS

Reference to graph 1 and 2 on the following page will give a picture of the relative position of

three major industry groups compared with national production. The relative position of the automobile group for the Ford industry in graph 2 establish the curve for total national production.

Follow through with similar comparisons for the other two industries and you will be impressed with the relative position of each industry. The furniture and the automobile industry. Since 1918, the furniture industry has been in a steady decline, compared with the rapid climb of the automobile group. And then see what happened since war production really got under way after 1941.

The relative over-all position of the automobile group is shown by the solid line. The furniture group, being the industry back into line with other groups, is shown by the dashed line. Several industries, being the industry back into line with other groups, is shown by the dashed line. Several industries, being the industry back into line with other groups, is shown by the dashed line.

For 1944 trends, follow the plotted curves at the extreme right, showing the anticipated trend lines for the national index and the furniture index for 1944. The national index for 1944 is indicated. The statistical figures to the left of the graph are for your convenience and ready reference.

You may find your own comparative position, present, and future, by plotting your position in graph 3 and then the curve in graphs 1 or 2.

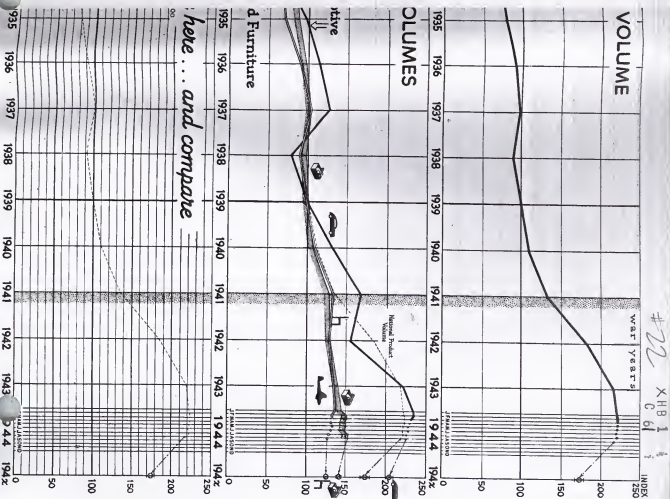
Compare your own business, yearly total ship in the space provided at the left of graph 3. For the year 1935, the last pre-war year, establish the index of 100. Then the curve in graph 3 will show the trend of your business in relation to the national index.

1. Multiply each year's volume by 100.

2. Divide by your 1935 volume, rounding off the resulting index figures by disregarding the decimal fractions.

3. Plot index figures on chart.

(Note that each grid interval represents 10 points)



Coordinators Corporation

MANUFACTURING - FINANCIAL - TAX - ACCOUNTING - BUSINESS - MANAGEMENT - CONSULTING - TRAINING - SEMINARS - SYMPOSIUMS - CONFERENCES - EXHIBITS - LITERATURE - SERVICES - PRODUCTS - EQUIPMENT - SUPPLIES - MATERIALS - LABOR - CAPITAL - INVESTMENT - RESEARCH - DEVELOPMENT - MARKETING - SALES - DISTRIBUTION - TRANSPORTATION - COMMUNICATIONS - UTILITIES - PUBLIC UTILITIES - TRANSPORTATION - COMMUNICATIONS - UTILITIES - PUBLIC UTILITIES

PHOTO RAYMOND 1910
11 SOUTH LA SALLE STREET
Chicago

PLANNING YOUR POSTWAR FINANCIAL PATTERN COMPARING YOUR BALANCE SHEET WITH THE AVERAGES FOR YOUR INDUSTRY IN DEVELOPING A SOUND FINANCIAL POLICY

(Specialized Study) by HENRY TOWNSHEND
Associate Editor, *Financial Management*

The following statement is presented for the purpose of providing a basis for comparison of your financial pattern with the averages for your industry. It is not intended to be a substitute for a professional audit, but it is a valuable check on the general soundness of your financial position. The statement is based on the averages for the year 1945, and is intended to be a guide for the development of a sound financial policy. The statement is based on the averages for the year 1945, and is intended to be a guide for the development of a sound financial policy.

Using the company or average figures for your industry as a standard provides you with a basis for comparison of your financial position with the averages for your industry. The statement is based on the averages for the year 1945, and is intended to be a guide for the development of a sound financial policy.

(1) The condition of business and credit in the industry group of which you are a part.

(2) The condition of business in your particular industry group of which you are a part.

(3) The condition of business in your particular industry group of which you are a part.

(4) The condition of business in your particular industry group of which you are a part.

(5) The condition of business in your particular industry group of which you are a part.

(6) The condition of business in your particular industry group of which you are a part.

(7) The condition of business in your particular industry group of which you are a part.

(8) The condition of business in your particular industry group of which you are a part.

(9) The condition of business in your particular industry group of which you are a part.

(10) The condition of business in your particular industry group of which you are a part.

(11) The condition of business in your particular industry group of which you are a part.

(12) The condition of business in your particular industry group of which you are a part.

(13) The condition of business in your particular industry group of which you are a part.

(14) The condition of business in your particular industry group of which you are a part.

(15) The condition of business in your particular industry group of which you are a part.

(16) The condition of business in your particular industry group of which you are a part.

(17) The condition of business in your particular industry group of which you are a part.

(18) The condition of business in your particular industry group of which you are a part.

(19) The condition of business in your particular industry group of which you are a part.

(20) The condition of business in your particular industry group of which you are a part.

(21) The condition of business in your particular industry group of which you are a part.

(22) The condition of business in your particular industry group of which you are a part.

(23) The condition of business in your particular industry group of which you are a part.

(24) The condition of business in your particular industry group of which you are a part.

(25) The condition of business in your particular industry group of which you are a part.

(26) The condition of business in your particular industry group of which you are a part.

(27) The condition of business in your particular industry group of which you are a part.

(28) The condition of business in your particular industry group of which you are a part.

(29) The condition of business in your particular industry group of which you are a part.

(30) The condition of business in your particular industry group of which you are a part.

(31) The condition of business in your particular industry group of which you are a part.

(32) The condition of business in your particular industry group of which you are a part.

(33) The condition of business in your particular industry group of which you are a part.

(34) The condition of business in your particular industry group of which you are a part.

(35) The condition of business in your particular industry group of which you are a part.

(36) The condition of business in your particular industry group of which you are a part.

(37) The condition of business in your particular industry group of which you are a part.

(38) The condition of business in your particular industry group of which you are a part.

(39) The condition of business in your particular industry group of which you are a part.

COMPARISONS

Sources: Dun & Bradstreet, Inc. and Standard & Poor's Inc.

INDUSTRY FURNITURE INDUSTRY

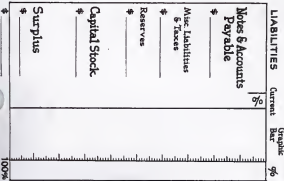
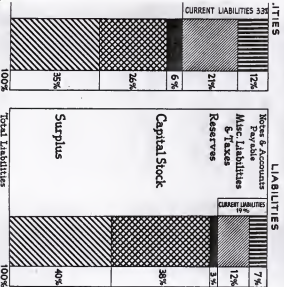
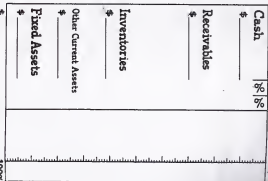
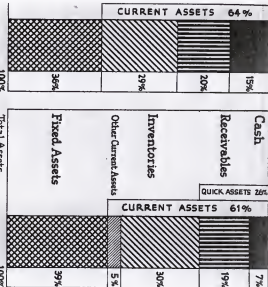


Chart your balance sheet with
and compare
ASSETS
LIABILITIES

Coordinators Corporation INTERPRETERS OF GOVERNMENT REGULATIONS
PHILADELPHIA • DENVER • CLEVELAND

WASHINGTON • NEW YORK • DETROIT • BOSTON
PHILADELPHIA • DENVER • CLEVELAND

ALLOCATIONS & PRIORITIES GUIDE • WAR CONTRACT SERVICES • MAN POWER GUIDE • CONTROL FORMS • CYCLOPEDIA TAX SERVICE

Date _____
 Refer to _____
 Department _____
 Please return this week
 with comments to:
 Mr _____

JOB EVALUATION

Specialized Study by DANIEL FARRELL,
E.S.M. W.T. Institute, Job Evaluation, Job Incentive
Illinois Institute of Technology, Chicago

PHONE RANDOLPH 3030
11 SOUTH LA SALLE STREET

Chicago

WE EVALUATIONS

Points

127

THE JOB...1000 Points

X-HB

[illegible]

Carpenter

Tool Set-up Man

Total Potential

Quantitative analysis

Copyright © 1997 "Coordinators" Corp.

MAJOR FACTORS	MAXIMUM POINT VALUES
1. <i>General</i>	10
2. <i>Specific</i>	10
3. <i>Technical</i>	10
4. <i>Administrative</i>	10
5. <i>Financial</i>	10
6. <i>Legal</i>	10
7. <i>Other</i>	10
TOTAL	70

- | | |
|-----------------------------|-----|
| 1—Mental Development, . . . | 100 |
| 2—Skill | 50 |
| 3—Dexterity | 50 |
| 4—Accuracy | 75 |
| 5—Experience | 125 |

Total	400
-------------	-----

imperative that the evaluator observe the job in

interviewed concerning functions and reasons.

.....

Coordinators Corporation

ALLOCATIONS & PROMOTIONS GUIDE • WMA CONTRACT SERVICES • MAIN POWER GUIDE • CONTROL ROOMS • CYCLOMATIC TAX SERVICE

PHILADELPHIA • NEW YORK • SAN FRANCISCO • CHICAGO

THE JOB... 1000 Points

Date _____
 Department _____
 Position _____
 Name _____
 Title _____
 Address _____
 City _____
 State _____
 Zip _____

JOB EVALUATION

Specified Study by DANA PARELL
 ESKAYT Institute, Job Evaluation, Job Incentives
 Illinois Institute of Technology, Chicago

PHONE RANDOLPH 1940
 11 SOUTH LA SALLE STREET
 Chicago

In dealing between management and employees, by far the majority of questions raised involve wages. Thus, a systematic and logical procedure for determining equitable wage rates is essential. This procedure, known as job evaluation, has been developed by many experts and has been applied consistently and scientifically.

EVALUATION A RELATIVE PROCESS

The objective of job evaluation is to establish the relative value of a job, not the absolute value. The relative value is determined by comparison of factors far beyond the scope of job evaluation of factors establishing the relative value of jobs based on the relative value of the job being evaluated. The relative value of a job is determined by comparison of the job being evaluated with other jobs in the organization. This comparison is an old as the factory system, and is the factory system. It has been the evolution of this method which has caused the greater wage problem. In the past, the relative value of a job was determined by comparison of the job being evaluated with other jobs in the organization. This comparison was made by comparison of the job being evaluated with other jobs in the organization. This comparison was made by comparison of the job being evaluated with other jobs in the organization.

The purpose of job evaluation is to establish the relative value of a job, not the absolute value. The relative value is determined by comparison of factors far beyond the scope of job evaluation of factors establishing the relative value of jobs based on the relative value of the job being evaluated. The relative value of a job is determined by comparison of the job being evaluated with other jobs in the organization. This comparison is an old as the factory system, and is the factory system. It has been the evolution of this method which has caused the greater wage problem. In the past, the relative value of a job was determined by comparison of the job being evaluated with other jobs in the organization. This comparison was made by comparison of the job being evaluated with other jobs in the organization.

MAJOR FACTORS

MINIMUM POINT VALUES

1. Mental Development: 100
2. Skill: 50
3. Dexterity: 50
4. Accuracy: 75
5. Experience: 125

400

- II. Responsibility For:
 - 6-Subordinate: 100
 - 7-Task Assignment: 50
 - 8-Safety of Others: 100
 - 9-Supervision: 100

210

III. Effort

- 10-Mental Effort: 100
- 11-Physical Effort: 100
- 12-Fatigue: 100

210

IV. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

- 16-Total: 210
- 17-Total: 210
- 18-Total: 210
- 19-Total: 210
- 20-Total: 210
- 21-Total: 210
- 22-Total: 210
- 23-Total: 210
- 24-Total: 210
- 25-Total: 210
- 26-Total: 210
- 27-Total: 210
- 28-Total: 210
- 29-Total: 210
- 30-Total: 210
- 31-Total: 210
- 32-Total: 210
- 33-Total: 210
- 34-Total: 210
- 35-Total: 210
- 36-Total: 210
- 37-Total: 210
- 38-Total: 210
- 39-Total: 210
- 40-Total: 210
- 41-Total: 210
- 42-Total: 210
- 43-Total: 210
- 44-Total: 210
- 45-Total: 210
- 46-Total: 210
- 47-Total: 210
- 48-Total: 210
- 49-Total: 210
- 50-Total: 210
- 51-Total: 210
- 52-Total: 210
- 53-Total: 210
- 54-Total: 210
- 55-Total: 210
- 56-Total: 210
- 57-Total: 210
- 58-Total: 210
- 59-Total: 210
- 60-Total: 210
- 61-Total: 210
- 62-Total: 210
- 63-Total: 210
- 64-Total: 210
- 65-Total: 210
- 66-Total: 210
- 67-Total: 210
- 68-Total: 210
- 69-Total: 210
- 70-Total: 210
- 71-Total: 210
- 72-Total: 210
- 73-Total: 210
- 74-Total: 210
- 75-Total: 210
- 76-Total: 210
- 77-Total: 210
- 78-Total: 210
- 79-Total: 210
- 80-Total: 210
- 81-Total: 210
- 82-Total: 210
- 83-Total: 210
- 84-Total: 210
- 85-Total: 210
- 86-Total: 210
- 87-Total: 210
- 88-Total: 210
- 89-Total: 210
- 90-Total: 210
- 91-Total: 210
- 92-Total: 210
- 93-Total: 210
- 94-Total: 210
- 95-Total: 210
- 96-Total: 210
- 97-Total: 210
- 98-Total: 210
- 99-Total: 210
- 100-Total: 210

210

V. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

VI. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

VII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

VIII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

IX. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

X. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XI. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XIII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XIV. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XV. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XVI. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XVII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XVIII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XIX. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XX. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XXI. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

XXII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

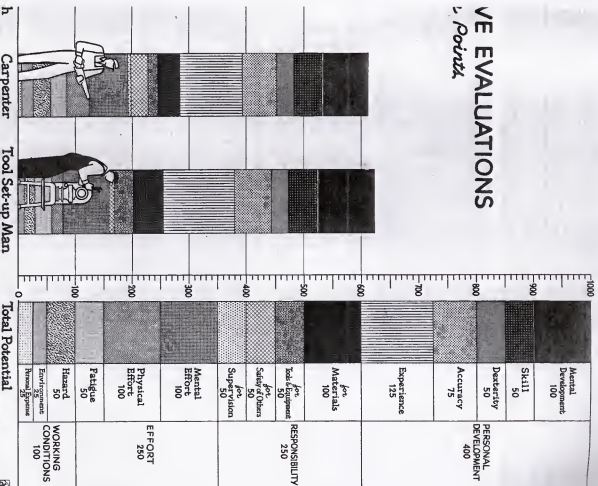
XXIII. Working Conditions

- 13-Hazard: 100
- 14-Environment: 100
- 15-Physical Expenditure: 100

210

VE EVALUATIONS

Points



26 X-HB 1
E 3

#29

Relation Of Production To Economic Stability

By

SOLOMON FABRICANT

AMOS E. TAYLOR

D. R. G. COWAN

L. A. BEEGLY

Proceedings of a Conference

Sponsored by

THE ECONOMIC AND BUSINESS FOUNDATION

New Wilmington, Pa.

November 14, 1946

X-HB 1
. E 3

#30

Private Enterprise Fair Or Unfair?

by

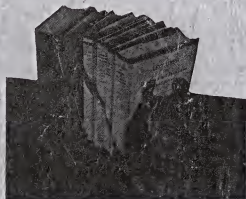
SHERMAN ROGERS

Proceedings of Conferences
Sponsored by
THE ECONOMIC AND BUSINESS FOUNDATION,
New Wilmington, Pa.

215 X-HB.1
•E3

#31

College Forums
on
Current Economic Issues



**Proceedings of Forums
at
Mount Union College
Geneva College
Thiel College
Youngstown College
Westminster College**

Sponsored by
The Economic and Business Foundation
New Wilmington, Pa.

X-HB 1
E3

#32

How Real Are 1948 Profits?

by

FRANK M. SURFACE

Proceedings of a Public Forum

Sponsored by

THE ECONOMIC AND BUSINESS FOUNDATION,
New Wilmington, Pa.